

## Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00  
DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 /033 W  
-----080810Z 107971 /17

R 071819Z APR 77

FM AMEMBASSY BONN

TO SECSTATE WASHDC 7271

USMISSION USBERLIN

INFO AMEMBASSY BERLIN

AMEMBASSY LONDON

AMEMBASSY PARIS

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E.O. 11652: N/A

TAGS: EAIR, WB, GW, US

SUBJ: CIVAIR - PROSPECTIVE AIR TAXI SERVICE FOR  
BERLIN

1. PRESIDENT KIM LUNDREN, VICE PRESIDENT F. R.  
KLINICKI, AND DIRECTOR OF MARKETING BURT NELSON OF  
AIR BERLIN, INC. ACCOMPANIED BY CESSNA SALES MANAGER  
FOR EUROPE J. STEPHEN BASINSKI MADE PRESENTATION  
APRIL 6, BEFORE ALLIED CAAS IN SUPPORT OF THEIR  
APPLICATION TO OPERATE AN AIR TAXI SERVICE FROM  
BERLIN. LUNDREN AND KLINICKI ARE RECENTLY FOR-  
LOUGHED PAN AM PILOTS BASED IN BERLIN. NELSON IS

AN AMERICAN CITIZEN RESIDENT IN BERLIN AND THE  
OWNER OF ITAL SNACK RESTAURANT, KURFUERSTENDAMM  
15.

2. AIR BERLIN WAS RECENTLY FORMED FOR THE PUR-  
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POSE OF OPERATING A BERLIN TAXI SERVICE. IT IS  
INCORPORATED IN OREGON AND THE CORPORATE OFFICES  
ARE AT 350 SE NINTH ST., BEND OREGON. THE  
ONLY STOCK HOLDERS AT PRESENT APPARENTLY ARE  
LUNDGREN AND KLINICKI WHO ARE ALSO DIRECTORS.  
A THIRD DIRECTOR, WILLIAM H. KINSEY, AN ATTORNEY,  
WILL ALSO BECOME A STOCK HOLDER. LUNDGREN IS

ALSO AN OFFICER OF LELCO, INC., A FAMILY-OWNED COMPANY ALSO IN BEND, OREGON. IF NECESSARY, LELCO WILL MAKE FINANCIAL GUARANTEES IN SUPPORT OF AIR BERLIN. THE AIR BERLIN REOS POINTED OUT THAT BERLIN WAS THE ONLY CITY OF ITS SIZE IN WESTERN EUROPE OR THE US WITHOUT ITS OWN AIR TAXI SERVICE. FOR THIS REASON, BECAUSE BERLINERS MAY NOT HAVE PRIVATE OR CORPORATE AIRCRAFT AND ON THE BASIS OF EXTENSIVE INQUIRIES THEY HAVE MADE AMONG PROSPECTIVE CLIENTS, THEY ARE CONVINCED THAT A MARKET EXISTS FOR THEIR SERVICE. THE AIRCRAFT WILL HAVE A MEDICAL EVACUATION CAPABILITY, AND AIR BERLIN CLAIMS TO HAVE BEEN TOLD BY THE GERMAN RESCUE SERVICE THAT THEY COULD EXPECT AT LEAST TEN REQUESTS PER YEAR TO CONDUCT MEDICAL FLIGHTS.

3. AIR BERLIN HAS MADE PRELIMINARY ARRANGEMENTS TO ACQUIRE A CESSNA CITATION IN SIX PASSENGER CONFIGURATION FOR THE INAUGURATION OF THE SERVICE. BAZINSKI SAID CESSNA HAS DONE ITS OWN STUDIES IN BERLIN AND IS CONVINCED THAT A MARKET EXISTS AND THAT AIR BERLIN IS FINANCIALLY AND TECHNICALLY ABLE TO UNDERTAKE THE SERVICE. CESSNA PROBABLY WILL EITHER LEASE OR PROVIDE CREDIT FOR A PURCHASE OF ONE CITATION WITH ANOTHER TO FOLLOW WHEN THE MARKET JUSTIFIES IT.

4. WE BELIEVE AN AIR TAXI SERVICE WOULD BE A LIMITED OFFICIAL USE

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USEFUL ADDITION TO BERLIN AVIATION. WE HAVE NOT FORMED AN OPINION AS TO THE SUITABILITY OF AIR BERLIN TO UNDERTAKE THIS SERVICE. THERE SEEMS NO REASON TO DOUBT THE ABILITY OF THE FLIGHT CREW OR GROUND SERVICE PERSONNEL. WHAT REMAINS QUESTIONABLE IS BUSINESS KNOW-HOW AND FINANCIAL STATUS.

ACTION REQUESTED: WE WOULD APPRECIATE ANY INFORMATION USBERLIN CAN DEVELOP ON NELSON. IF POSSIBLE, WE WOULD LIKE AN FAA EVALUATION OF AIR BERLIN'S FINANCIAL SET-UP AS WELL AS JUST WHAT IS REQUIRED FOR A CARRIER TO QUALIFY FOR A PART 135 CERTIFICATE.

STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ESTABLISHMENT OF OFFICES, BERLIN AIR ACCESS, AIR ROUTES  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1977BONN06214  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770122-1122  
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**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 3  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
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**Review Exemptions:** n/a  
**Review Media Identifier:**  
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**Review Withdrawn Fields:** n/a  
**SAS ID:** 2872465  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CIVAIR - PROSPECTIVE AIR TAXI SERVICE FOR BERLIN  
**TAGS:** EAIR, WB, GE, US, AIR BERLIN, (LUNDREN, KIM), (KLINICKI, F R)  
**To:** STATE USBERLIN  
**Type:** TE  
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**Review Markings:**  
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